



WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

www.wtkr.com

And:

Crossroads Media, LLC.
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

CONTRACT

Contract / Revision 584976 /		Alt Order # 07914281
Product Americans for Job Se		
Contract Dates 10/23/12 - 11/01/12		Estimate # 13/141/1251
Advertiser Americans Job Security		Original Date / Revision 10/19/12 / 10/19/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WTKR	Account Executive Jamie Andrus	Sales Office Washington, D.C.
Special Handling		
Demographic Adults 35+		
IDB# 8433	Advertiser Code 13	Product Code 141
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
✓ 1	3	10/23/12	10/28/12	Newschannel 3 News	6-7am		:30			NM	4	\$4,740.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$1,185.00			
✓ 2	3	10/29/12	11/01/12	Newschannel 3 News	6-7am		:30			NM	4	\$4,740.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$1,185.00			
✓ 3	3	10/23/12	10/28/12	CBS This Morning	7-9a		:30			NM	4	\$3,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$850.00			
✓ 4	3	10/29/12	11/01/12	CBS This Morning	7-9a		:30			NM	4	\$3,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$850.00			
✓ 5	3	10/28/12	10/28/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$2,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$2,010.00			
✓ 6	3	10/23/12	10/28/12	Newschannel 3 News	12n-1230pm		:30			NM	4	\$5,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$1,345.00			
✓ 7	3	10/29/12	11/01/12	Newschannel 3 News	12n-1230pm		:30			NM	4	\$5,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$1,345.00			
✓ 8	3	10/23/12	10/28/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	4	\$4,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$1,010.00			
✓ 9	3	10/29/12	11/01/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	4	\$4,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$1,010.00			
✓ 10	3	10/23/12	10/28/12	Newschannel 3 News	5-530pm		:30			NM	4	\$5,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$1,345.00			
✓ 11	3	10/29/12	11/01/12	Newschannel 3 News	5-530pm		:30			NM	4	\$5,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$1,345.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



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Contract / Revision	Alt Order #
584976 /	07914281

Contract Dates	Product	Estimate #
10/23/12 - 11/01/12	Americans for Job Se	13/141/1251

Advertiser	Original Date / Revision
Americans Job Security	10/19/12 / 10/19/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
12	3	10/28/12	10/28/12	Newschannel 3 News	630-7pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$600.00			
13	3	10/23/12	10/28/12	7-730pm	7-730pm		:30			NM	4	\$8,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$2,010.00			
14	3	10/29/12	11/01/12	7-730pm	7-730pm		:30			NM	4	\$8,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$2,010.00			
15	3	10/27/12	10/27/12	730-8pm	730-8pm		:30			NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				1	\$340.00			
16	3	10/30/12	10/30/12	NCIS	8-9pm		:30			NM	1	\$10,455.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-T-----				1	\$10,455.00			
17	3	10/25/12	10/25/12	Thursday Prime	10-11pm		:30			NM	1	\$6,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	---T---				1	\$6,035.00			
18	3	10/27/12	10/27/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$2,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				1	\$2,050.00			
19	3	10/23/12	10/28/12	Late Night with David Letterm	1135pm-1237am		:30			NM	4	\$2,760.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$690.00			
20	3	10/29/12	11/01/12	Late Night with David Letterm	1135pm-1237am		:30			NM	4	\$2,760.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$690.00			
21	3	10/23/12	10/28/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	4	\$880.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1111--				4	\$220.00			
22	3	10/29/12	11/01/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	4	\$880.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	1111---				4	\$220.00			
Totals											70	\$90,730.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/28/12	37	\$45,655.00	\$38,806.75
10/29/12 - 11/01/12	33	\$45,075.00	\$38,313.75
Totals	70	\$90,730.00	\$77,120.50

Signature: _____ **Date:** _____

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